

SONACOM

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We are the **E-Commerce Outfitters** to the middle market, delivering **scaleable** enterprise solutions through the full spectrum of **telecommunications** and **networking technologies**:

- **Conventional Telephony (PBX and Voice Processing)**

- **Advanced Telephony:**

- Server-Based PBX
- Unified Messaging
- Call Centers
- Voice Over IP (VOIP)

- **Enterprise Data Electronics**

- Local Area Networks (LAN)
- Wide Area Networks (WAN)
- Virtual Private Networks (VPN)
- Servers and Network Operating Systems (NOS)
- Firewalls and Storage Infrastructure

- **Tele and Video Conferencing**

Sonacom enjoys strategic partnerships with providers of complementary services like desktop hardware, bundled carrier services, ISPs, software development, and web and application hosting services.



WE MAKE IT WORK

Our Vision: One Of Imagination, Trust And An Inflexible Dedication To Quality

As a company, Sonacom IT Partners embraces the human potential inherent in the convergence of technologies within networked communications. We believe that what can be achieved by people working together with imagination and disciplined creativity has never been greater.

With these principles in mind, Sonacom seeks to continue evolving as a best-of-class provider of technology planning and implementation services in the regions and communities we serve.

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Responsible Innovators For New Model Infrastructure Services

We believe in responsible innovation and staying focused on helping our partner-customers to manage change with technology in a context of continual process improvement. We recognize the need for organizations to manage and control their communications infrastructure in a rapidly changing, highly competitive environment.

The Principle Of SQS, Sustained Quality Support

Among our responses to technology change for our clients is our Sustained Quality Support service, disciplined by our Sonacom IT Pathfinder methodology. This service helps to keep your enterprise up-to-date with the best, recent technology without having to add IS staff to your own payroll. Ultimately, we believe that the most effective IT change management lies in preparing for innovation within a flexible, well-designed technology infrastructure.

Technology Independence

Reinforcing our concept of dynamic partnership is Sonacom's position as an independent technology services provider. As a single source provider, we have endeavored to master a core group of convergent technologies across the spectrum of telecom and data networking.

How We Work For You

Sonacom people select from the best of currently viable technologies and then coordinate with vendors to build systems that perform to your expectations. Our approach is simple. Our technicians take responsibility for maximizing value through integration. We couldn't do this nearly as well tied to any one manufacturer or platform.

Freedom To Innovate

We believe that the productivity revolution under way in America today is a consequence of the open sharing of technology standards across platforms and between what used to be separate disciplines. Hence, we expect our technologists to be free to engineer communications systems to a best-practices, best-technology standard on behalf of the customer.

Systematic Entrepreneurship

Systematic Entrepreneurship is our term for a style of business innovation where skilled, interdisciplinary teams operate with autonomy in an environment of connected expertise. It's using smart networks to create smarter networks for our clients.

It's local and global teamwork; it's having Microsoft and Nortel, Cisco and NEC experts on hand when you need them to support our ability to select and configure the best technology available.

Team autonomy yields imaginative, "out of the box" thinking, able to move faster to deliver effective best-technology solutions.

We believe in sharing knowledge with our clients in clear English. Because good communications helps to assure that we mobilize technology on behalf of our clients in the most efficient manner possible.

Sonacom People...

- Understand how to listen and sustain effective dialogue with you, the customer, through every phase of the IT process
- Are trained, experienced systems analysts who will help you secure the productivity you expect from advanced technology
- Adhere to Sonacom's exclusive IT Pathfinder™ project methodology to assure high performance and consistent, best-of-class quality
- Are experienced IT professionals with the knowledge to support your technology infrastructure, even if we didn't sell the particular product or configuration to you

A Message From Our CEO

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Information Technology (IT) and systems integration became our "bread and butter" as Sonacom evolved with the technology: from electrical to electronic, from basic telephone systems and pulling cable to implementing high-bandwidth multimedia, integrated networks and enterprise IT.

Our past led us to become managers of the entire technology life-cycle, and that approach has continued to define us more and more in terms of systems and enterprise infrastructure—all the technology assets that bind together the client's business.

What has changed is the complexity of the technologies and applications we wield. What remains the same is our unfaltering dedication to the economic well-being of our customers, our neighbors and our families.

When we say "WE OWN THE PROBLEM," we are announcing our commitment to partner with our clients throughout the technology life cycle. We have found that this spirit of partnership gives us a more complete picture of our customers' evolving needs and what's required to meet them. It also means that what is best for our customers is best for Sonacom. Because having shared and participated in two generations of technology change in our community, we understand the value of high quality service sustained over time.

For us partnering is more than a slogan. It's how we go about doing what we do or plan.

Effective partnership begins with good listening, and by asking the right questions about your business needs and objectives. I invite you to challenge us with your mission-critical requirements. If you have any

comments, questions or need additional information about Sonacom IT Partners or our services, please contact us through our website: www.sonacom.com.



Rick Oertli, President and CEO



www.sonacom.com

5555 West Park
St. Louis, MO 63110
314.781.1700
Fax: 314.781.9669

1608 North Topping Avenue
Kansas City, MO 64120
816.241.7111
Fax: 816.241.7995

EXHIBIT F

EAST ST. LOUIS SCHOOL DISTRICT 189

FINANCE COMMITTEE MEETING

Thursday, January 13, 2000

ATTENDEES:

- **LONZO GREENWOOD, KHALIL EL-AMIN, IRMA GOLLIDAY, RICHARD WELLS, KENNETH TOOMER, MICHAEL JOHNSTON**
- **ERNEST CLARK, MONETTA LAWSON, ARMANDO LOPEZ – M & P**
- **AUDIENCE – JOSEPH LEWIS, JAMES DANIELS, JEANETTE DEAR, STANFORD SCOTT**

Chairman Greenwood called the meeting to order at 5:30 p.m. Mrs. Carolyn Fennoy called the roll.

Richard Wells, Director of Finance and Operations presented items to the Finance Committee.

Committee Action

1. **FINANCIAL REPORT A – I:** **Passed**
After receiving answers to questions pertaining to Finance Sections A – I, the Committee requested approval.
Motion to approve – L. Greenwood
Second – El Amin 3 Yes Votes
2. **ADDENDUM FOR DECEMBER 31, 1999 WITH A TOTAL AMOUNT OF \$33,543.42:** **Passed**
Motion to approve – I. Golliday
Second by – El-Amin 3 Yes Votes
3. **REIMBURSEMENT OF GRANT MONIES TO THE STATE:** **Passed**
Motion to approve – El-Amin 3 Yes Votes
Passed
4. **FOOD SERVICE BID:** **To Full Board**
Motion to refer bid to the full Board – El-Amin
Second by – I. Golliday 3 Yes Votes
5. **E – RATE GRANT/FUNDS APPROVAL:** **Passed**
Motion to approve E-Rate Grant – I. Golliday
Second by – El-Amin 3 Yes Votes

6. **SETTLEMENT OFR VERNELL GLASPER:** *Passed*
The requested approval of the settlement for Vernell
Glasper in the amount of \$12,000.
Motion to approve – I. Golliday
Second by – El-Amin 3 Yes Votes

7. **PROJECT FEES FOR KENNEDY ASSOCIATES:** *Passed*
The Committee approved the following fees for an approved
Project with Kennedy Associates:

Tool Box	\$ 4,500.00
HVAC Upgrades	\$177,339.00
Window replacement & exterior Upgrades	\$330,473.00

Motion to approve – Golliday
Second by – El-Amin 3 Yes Votes

- Mr. Lewis (audience) asked what had happened since it was found out that District 189 was not at fault in the refunding of over \$100,000 in Title monies. Is the Board going to be informed of situation? He said he was informed of a letter being sent to the ISBE. He wants a copy of that letter. Mr. Lewis stated this information went out in the news media stating the District was at fault. Will anyone inform the public the District was not at fault?

Ernest Clark stated he had sent the letter to the State and would give a copy of the letter to the Board.

8. **STATE SUBSTANCE ABUSE & VIOLENCE PREVENTION GRANT:** *Refer to Personnel
Committee for any /no action*

Jeanette Dear, Grant Coordinator, explained the activities regarding the above mention grant. The handling of the grant funds has cost the District monies, which would have benefited the students.

EXECUTIVE SESSION:

Motion by Chairman Greenwood and seconded by Mrs. Golliday to go into Executive Session.
The motion carried as follows:

Motion approved by Greenwood, El-Amin, and Golliday

3.
1/13/00
Finance Committee

REOPEN MEETING:

At 6:25 p.m. Chairman made a motion to reopen the meeting. The meeting carried as follows:

Approved by Greenwood, El-Amin, and Golliday

- **NOT PAY REQUISITIONS AND REFER TO
PERSONNEL COMMITTEE FOR ANY/NO ACTION::** *Passed*

Motion to approve non payment of requisitions and
Refer to Personnel Committee – L. Golliday
Second by – L. Greenwood

3 Yes Votes

MOTION TO ADJOURN AT 6:25 P.M.

Motion by – L. Greenwood
Second by – El-Amin

Passed

3 Yes Votes

cf

Memorandum

To: Nathaniel J. Anderson, Ed.D.
Superintendent of Schools

From: Richard B. Wells
Director of Business Operations *RBW*

Date: 01/13/00

Re: E-Rate Approval

Last month the Finance Committee received a presentation on the E-Rate funds available for networking the District. Bids were subsequently taken and the recommended vendor is a partnership between Southwestern Bell and Sonacom, with the maximum out of pocket costs to the District of **\$898,089.00**. If approved, monies will be appropriated in the **2001** budget.

Please recommend approval to the Finance Committee.

ms

BOARD OF EDUCATION
SCHOOL DISTRICT 189

1005 State Street
East St. Louis, Illinois 62201
(618) 583-8242 Fax: (618) 583-8244

PURCHASING VENDOR RECOMMENDATION

Purchase: CONVERGENCE NETWORK

<u>VENDOR SOLICITED</u>	<u>SUBMITTED PROPOSAL</u>	<u>RANKED</u>
Vendor 1: <u>SONA Com</u>	<input checked="" type="radio"/> Y or N	<input checked="" type="radio"/> 1 2 3 4 5
Vendor 2: <u>AMERITECH (SWB)</u>	<input checked="" type="radio"/> Y or N	<input checked="" type="radio"/> 1 2 3 4 5
Vendor 3: <u>IBM</u>	<input checked="" type="radio"/> Y or N	1 <input checked="" type="radio"/> 2 3 4 5
Vendor 4: <u>Comp USA</u>	<input checked="" type="radio"/> Y or N	1 2 <input checked="" type="radio"/> 3 4 5
Vendor 5: <u>(SEE ATTACHMENT FOR NON BIDDERS)</u>	Y or N	1 2 3 4 5

Vendor recommended: SONA Com, AMERITECH



☒ Lowest bidder.

☐ Can provide service within required time frame.

☐ Requires special qualification.

☒ Other (explain below)

SEE ATTACHMENT

BID ANALYSIS ATTACHED (circle one)

☒ YES or NO

Submitted by: James Daniel

Date: 12/29/99

Title: DIRECTOR OF TECHNOLOGY

Recommendation

Southwestern Bell (Ameritech)

- Lowest bidder for E-Rate Equipment (Voice, Video & Wan Equipment)
- Lowest Bidder on Possible Non E-Rate Equipment (Phones)
- Holds the State Purchasing contract for Cisco product

SONACOM IT Partners

- Lowest overall bidder on integration components
- Complete integrator of convergence networks
- Proposal included 3 year SmartNet Warranty included

HAWK -I SOLUTIONS	No Response					
GE CAPITAL	No Response					
SONACOM	\$8,198,633			\$127,500		
IBM	\$7,200,000	\$880,000	\$250,000	No Response	Incomplete Response	
SOUTHWESTERN BELL (AMERITECH)		Incomplete Response	\$684,049		No Response	
COMPUSA	\$6,165,444	\$1,384,515	\$1,139,737	No Response	Incomplete Response	
FRENCH GERLEMAN	No Response					
WORLD WIDE TECH.	No Response					
TEL-VI COMMUNICATIONS	No Response					
DATA FIRST	No Response					
PHONE MASTER	Responded with SWB					
Voice, Video Data & WAN Equipment - Southwestern Bell/Ameritech						
Integration & Network Maintenance of Voice, Video, Data & WAN - Sonacom						\$2,057,236
Possible Non - E - Rate Cost for 250 phones						
Total Cost =						\$8,080,886
(-) Erata's 90%						\$7,272,797
Total Board's Not to Exceed Cost (if telephones are included)						\$808,089
Total Board's Not to Exceed Cost (if telephones are not included)						\$898,089

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Rick Oerli, President and CEO

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2. References

Verify that you have provided multiple client references. Projects must be similar type and scope as the system proposed for the District. Give company name, telephone number, installation date and contact name for at least five references.

First Ref:	Company Name:	<u>Coldwell Banker</u>
	Installation Date:	<u>April 1999-October 1999</u>
	Contact Name / Title:	<u>Delores Klempke</u>
	Telephone Number:	<u>314-878-6020</u>
Second Ref:	Company Name:	<u>Maris</u>
	Installation Date:	<u>January-May 1999</u>
	Contact Name / Title:	<u>Mr. Dave Price</u>
	Telephone Number:	<u>314-984-9111</u>
Third Ref:	Company Name:	<u>Triad Community Schools</u>
	Installation Date:	<u>May 1999-September 1999</u>
	Contact Name / Title:	<u>Kennan Fagan</u>
	Telephone Number:	<u>618-667-8851x1203</u>
Fourth Ref:	Company Name:	<u>North Kansas City School District</u>
	Installation Date:	<u>April 1997-September 1999</u>
	Contact Name / Title:	<u>Janet Heardman</u>
	Telephone Number:	<u>816-453-5050</u>
Fifth Ref:	Company Name:	<u>Kirkwood School District</u>
	Installation Date:	<u>1994-1998</u>
	Contact Name / Title:	<u>Dr. David Damerall</u>
	Telephone Number:	<u>314-213-6101</u>

Key Project Personnel

The following are some of the key personnel that will be involved in the implementation of the project:

Michael S. McNeil
University of Missouri - Columbia
B.S. Electrical Engineering

Vice President, Partner
Experience Since 1986

Mike's expertise and experience in voice, video, and data networking solutions have been integral to Sonacom's growth in the advanced technology industry. As Vice President and Partner, Mike acts as Sonacom's director of technology and professional services. Beyond Mike's critical role as Chief Technologist at Sonacom, he has been essential to a host of key initiatives in the Sales, Engineering, and Operations departments over the last several years.

Mike's strengths derive from his focus on IT Process methodology as the primary engine for successful integration of rapidly changing technologies. His experience in high-bandwidth communications (WAN/LAN networking, network infrastructure, video conferencing, and professional audio and video), combined with his foundation in electrical engineering place Mike in some very select company in the St. Louis region. At the very least, Mike is a well-rounded technologist with the ability to deliver a high return on the functionality gained through advanced technology.

In addition to the engineering degree, Mike is a Nortel Networks Certified Expert in Hub/Switching technologies, Nortel Networks Certified Specialist in Network Management, BiCSI Registered Communications Distribution Designer, plus additional certifications from a host of voice, data, and video manufacturers.

Travis L. Swank
Ohio State University
B.S. Business Administration

Director of Sales and Marketing
Experience Since 1992

Travis's time in the banking industry gave him experience evaluating business processes and implementing technology solutions applied to the vital areas of white collar productivity and customer service. His skill set includes LAN and a host of business applications including databases, workflow management, and document imaging systems. Since joining Sonacom late in 1997, Travis has focused on computer telephony and NT-based server applications with enormous potential for medium to large sized call centers and businesses that have an intensive customer interaction, communications need. Sonacom is a pioneer in this advanced call center technology having installed some of the first of these applications.

Sean Lorenz
University of Missouri-St. Louis
B.S. Business Administration

Resource Manager
Experience Since 1994

A specialist in education technology solutions, Sean has become a leading proponent of educational technology in St. Louis. His experience includes a stint representing Apple Computer in the education market. Since that time, he has broadened his skill set to include PC platform providers such as IBM and Compaq. Fluent in the dominant platforms in the education community, Sean has become an expert in the design and specification of LAN/WAN networks providing multimedia and distance learning capabilities in a number of St. Louis area

school districts. In addition to his familiarity with the technology, Sean brings an understanding of curriculum implementation and institutional infrastructure issues such as district-wide software support and the long-term cost of technology ownership

Scott Miller
National-Louis University
Bachelors Degree - Business Management
Ranken Technical College
Associates Degree - Computer Technology

Director, Technical Services
Experience Since 1978

Scott came to Sonacom after ten years of working with specialized computer graphics systems. He was the Network Administrator for the Department of Surgery at St. Louis University and head of the Computer Networking Technology Department at Ranken Technical College. Scott's credentials include: Master Certified NetWare Engineer, Windows NT Specialist, IBM's Certified LAN Server Engineer, and Bay Networks Certified Router Specialist.

Scott's experience in the computer service industry has . His strong electronics and computer background empowers him to better design and more accurately troubleshooting complete systems. He spent the first 10 years of his career in specialized computer graphics systems.

As the network administrator with the Department of Surgery at St. Louis University, his responsibilities were the day to day operation and design/upgrade of the network. This network consisted of various types of equipment from PC's, MAC's, UNIX, and Silicon Graphics machines.

At Ranken Technical College he was the department head from 1994-1998, the main task was to convert the Computer Technology department to the brand new Computer Networking Technology department. His development of course material along with actually teaching it built this into a very successful program. Scott's certifications include Master Certified NetWare Engineer. He also holds Windows NT, IBM's Certified LAN Server Engineer and Bay Networks Certified Router Specialist certifications.

Joe Picard
Ranken Technical College
Associate of Technology Degree -
Computer Networking Technology

Systems Engineer
Experience Since 1996

Joe is a specialist in the combination of data and voice technologies, his networking background along with his experience with the newest PC based PBX systems, makes him a natural choice when clients require the most from a data/voice integration project.

Joe has many years of experience in the quality control of manufacturing processes.

Joe came to Sonacom after graduating from Ranken Technical College with honors and was recognized as the Outstanding Student for his graduating class. During his two years at Ranken Technical College, Joe functioned as a student tutor in various subjects including Digital Electronics, DOS, and varied networking technologies. Joe has experience as a Help Desk Level I support specialist and as a Cable Technician. At Sonacom, he has been performing as high level installation and support of Voice-Mail systems. Joe's training, experience and dedication, in these types of systems, have allowed him to provide communication solutions to many customers that combine voice and data networks into very powerful technology. He also functions as hardware, software and LAN support for a number of Sonacom's clients.

Joe's certifications include Certified NetWare Engineer and Certified NetWare Administrator from Novell, and Interactive Intelligence computer based phone and V-systems.

Wayne Schiermeyer
Ranken Technical College
Associate of Technology Degree -
Computer Networking Technology

Systems Engineer
Experience Since 1993

Webster University -
Bachelors of Computer Science
In Progress

Wayne is a senior level networking engineer coming to Sonacom with an extensive background in Microsoft NT server, Exchange Server, Novell NetWare and network consulting. During his career he has specialized in all phases of networking and applications support and administration. His project background illustrates a diverse skill set to include email, cross platform integration, remote access, in Local and Enterprise Area network scenarios.

He has a great deal of experience in both the logical design aspects of a network (server build, directory design, replication, messaging), as well as the physical traits (hubs, routers, bridges, cabling) including architecture and tolerances. While possessing excellent technical abilities, Wayne also exhibits strong communications and leadership skills. Wayne maintains several industry certifications including both Microsoft Certified Systems Engineer (MCSE) and Novell Certified NetWare Engineer (CNE). He has utilized his training on both Nortel Networks and Cisco internetworking equipment. Wayne is also an active member in the Network Professional Association (NPA).

Mike Flynn
Forest Park Community College
Associates Degree - Electronics
Ranken Technical College
Associates Degree - Computer Networking Technology

Senior Networking Engineer
Experience Since 1993

Mike came to Sonacom with a strong background in data communications. Mike served as a full-time instructor at a local technical college where he developed course material and trained students at the college level. He was also the senior network director at a leading health care firm in Clayton, Missouri. The skills gained from these positions include design and support of local and wide area networking electronics, as well as several operating systems. Experience in asynchronous connectivity, e-mail systems, and network monitoring permits him to gain a total network perspective. Mike's varied experience and certifications

allow him to act as a consultant and implementor on very complex network projects at Sonacom. Mike acts as a project manager on large-scale network projects for a number of our clients and has focused on Computer Telephony (E-Mail and Voice Mail) technology to bring cutting edge communication solutions to our customers. His certifications include (CNE) Certified NetWare Engineer for NetWare versions 4.x and IntranetWare. He also holds Windows NT and CallWare certifications. Mike has completed training on Cisco and Nortel (Bay Networks) routers and switching equipment.